

# CAPITAL MARKETS

## INDIA

Fuelled by ideas, expertise and commitment, Cushman & Wakefield's capital markets team advises institutional and private owners of real estate executing some of the most significant transactions across the globe. Dedicated to delivering superior value to clients, the team leverage an integrated suite of investor services to deliver capital deployment strategies and solve the most complex real estate challenges.

Cushman & Wakefield's global capital markets network is built on established local relationships, ensuring that the right capital is sourced for the right product in the right geography. By providing capital markets expertise through every stage of the acquisition and sales process, Cushman & Wakefield help clients meet the strategic, operational, and financial goals for their real estate investments.

### CAPITAL MARKETS SERVICES

- Core Asset - Creation and Disposition
- Capital Advisory - Equity / Debt / Structured Finance
- Land Services - Sell & Buy side Advisory
- Strategic Partner Search - Joint Venture, Joint Development / Development Management
- Corporate finance & Investment Banking
- Specialized Assets - Senior Living, Co Living, Student housing
- Partner search - Joint Venture, Joint Development / Development Management

Advised over  
**2500**  
Acres  
of Land  
transactions



 **STRONG 35+**  
**MEMBER TEAM,**  
with a diverse mix of  
**Bankers, Chartered  
Accountants &  
Real Estate Advisors**

SUCCESSFULLY COMPLETED  
**\$5 BILLION**  
OVER **\$USD OF**  
**FUNDRAISING  
& INVESTMENTS**  
IN THE LAST DECADE



**200**   
**TRANSACTIONS CONCLUDED  
IN LAST 5 YEARS**

## CASE STUDIES

### NCR



#### GODREJ PROPERTIES | BPTP

Acquisition of Land

Structured and coordinated the sale of 48 Acres of land parcel in Faridabad which would now be converted into a plotted development.

### HYDERABAD



#### PHOENIX GROUP - HYDERABAD

Structured Finance Raise

Secured and successfully concluded an exclusive mandate for raising structured capital to the tune of INR 230 Crs from Karnataka Bank

### CHENNAI



#### VGN HOMES

Structured Finance Raise

Advised VGN on structured funding for its plotted development project in Padikuppam. Leveraged group's relationship with Kotak Realty to secure maximum quantum along with competitive terms.

### PUNE



#### PRISTINE | SERUM INSTITUTE - POONAWALA GROUP

Core Asset Acquisition

Concluded sale of one of the largest under construction commercial office building in Pune to Poonawal Group.

### BENGALURU



#### HINES | DNR GROUP

Development Management

Acted as sole advisor for stitching the Development Management for 17 Lakh Sq Feet of commercial development at Yeshwantpura in Pune.

### MUMBAI



#### GODREJ PROPERTIES | ESSAR GROUP

Disposition of Land

Transacted 8 Acres of prime land parcel in Thane acquired by Godrej properties for the development of an affordable housing project.

## THE CUSHMAN & WAKEFIELD ADVANTAGE

### > CUSTOM APPROACH

Cushman & Wakefield designs alternative transaction structures to maximise results, evaluating and comparing options per each client's unique requirements.

### > BEST-IN-CLASS SERVICE

Cushman & Wakefield partner with internal brokerage, valuation and corporate services professionals to ensure comprehensive knowledge of market conditions, and the delivery of best-in-class service.

### > VAST NETWORK OF INVESTOR CONTACTS

Cushman & Wakefield experts cultivate and maintain relationships with more than 1,500 local and global capital sources to create leverage for clients, encourage competitive bidding, and drive transaction values.

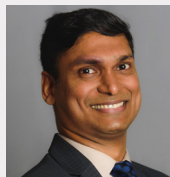
### > EXPERIENCED RESOURCES

Clients benefit from professionals with cross industry backgrounds in commercial real estate, corporate finance, accounting, taxation, ownership, development and strategic planning among others.



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### About Cushman & Wakefield India

With over two decades experience in the Indian market, Cushman & Wakefield currently has over 2,900 employees across 8 Indian offices and provides estate services to an additional 200+ cities India-wide.

### About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 53,000 employees in 400 offices and 60 countries. In 2019, the firm had revenue of \$8.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.